



# March 2020

ASX: UCM

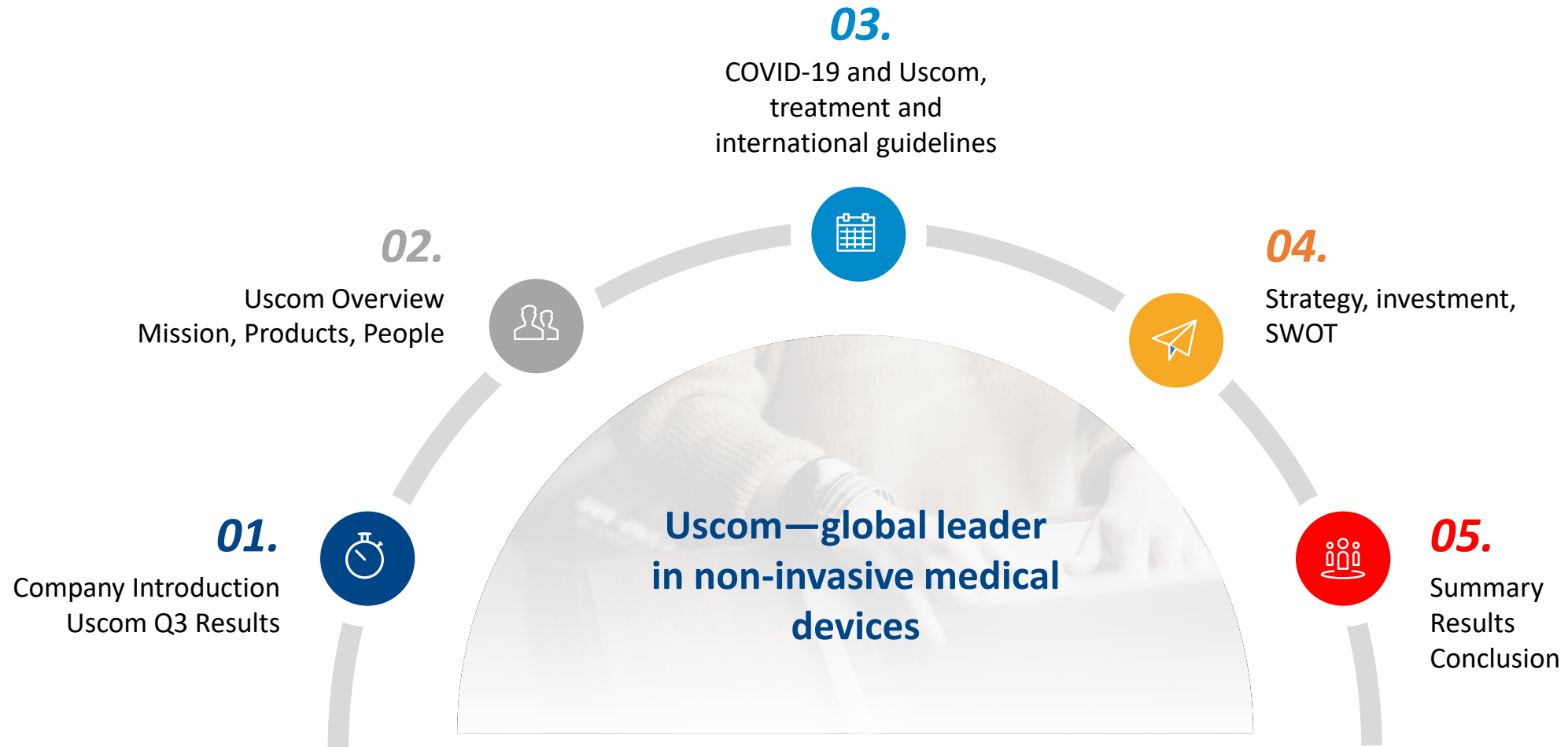
**Prof. Rob Phillips**

PhD(Med), MPhil(Med), FASE, DMU(Cardiol)  
Chairman, CEO, Chief Scientist, Uscom  
Limited, Sydney, Australia  
Critical Care Research Group, School of  
Medicine, The University of Queensland,  
Brisbane, Australia

Investor Presentation

# OVERVIEW

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*Uscom – The Measure of Life*

# INTRODUCTION

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*“Uscom is an established growth stock that is now profitable, cash flow positive and with cash on hand with strong growth credentials in the current health crisis.*

*Results for this quarter represent 15 years of product development, clinical testing, targeted corporate acquisitions and strategic global expansion. We have acquired companies, saved lives, and become a global standard of care for coronavirus and sepsis, paediatrics and maternal health.*

*We have established global operations and are delivering new products world wide. Uscom China is becoming a powerful driver of our operations and will become a major international platform.”*

*Uscom – The Measure of Life*

Prof. Rob Phillips



# 2020: Q3 RESULTS\*

**Profitable**  
~\$0.35M

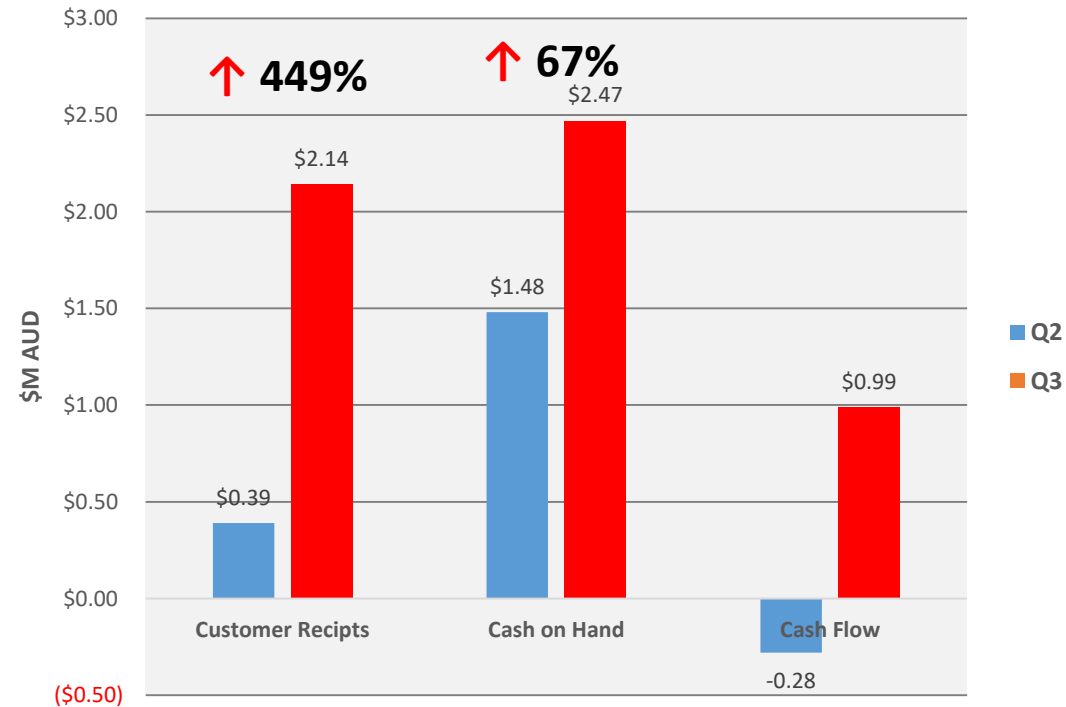
**Record Cash Receipts**  
\$2.14M

**Cash Flow Positive**  
\$0.99M

**Cash on Hand**  
\$2.47M

**Debt Free**

Q2 on Q3



\* Results 1-1-20 to 23-03-2020

## 2020: Q3 RESULTS\*

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**1. Profitable, cash flow positive, record cash receipts, cash on hand, debt free**

**2. Uscom China first quarter of operations – Profitable**

**3. Sales from China customers and COVID-19 sales**

**4. Europe and US COVID-19 sales beginning**

\* Results to 23<sup>rd</sup> March 2020

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# THE USCOM MISSION

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Ambitious and growth driven



## Who We Are

Uscom are the experts in circulation delivering innovative, practice changing non-invasive cardiovascular and pulmonary monitoring devices to market.



## Our Vision

To improve clinical care in cardiovascular and pulmonary medicine and address the challenges of global disease.



## Our Drive

A commercial ambition to become a leader in the global healthcare business, and establish an enduring growth culture.

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# MULTIPLE PRODUCTS



## Uscom SpiroSonic

Uscom digital ultrasonic spirometers are high fidelity, digital, pulmonary function testing devices based on multi-path ultrasound technology.

**ASTHMA, COPD, OLD**



## USCOM 1A

A non-invasive advanced hemodynamic monitor that measures cardiovascular function using Doppler ultrasound to detect abnormalities and guide treatment.

**HEART FAILURE, SEPSIS, FLUID**



## Uscom BP+

Provides central and brachial blood pressure and pulse pressure waveforms for analysis, information only previously available using invasive cardiac catheterization.

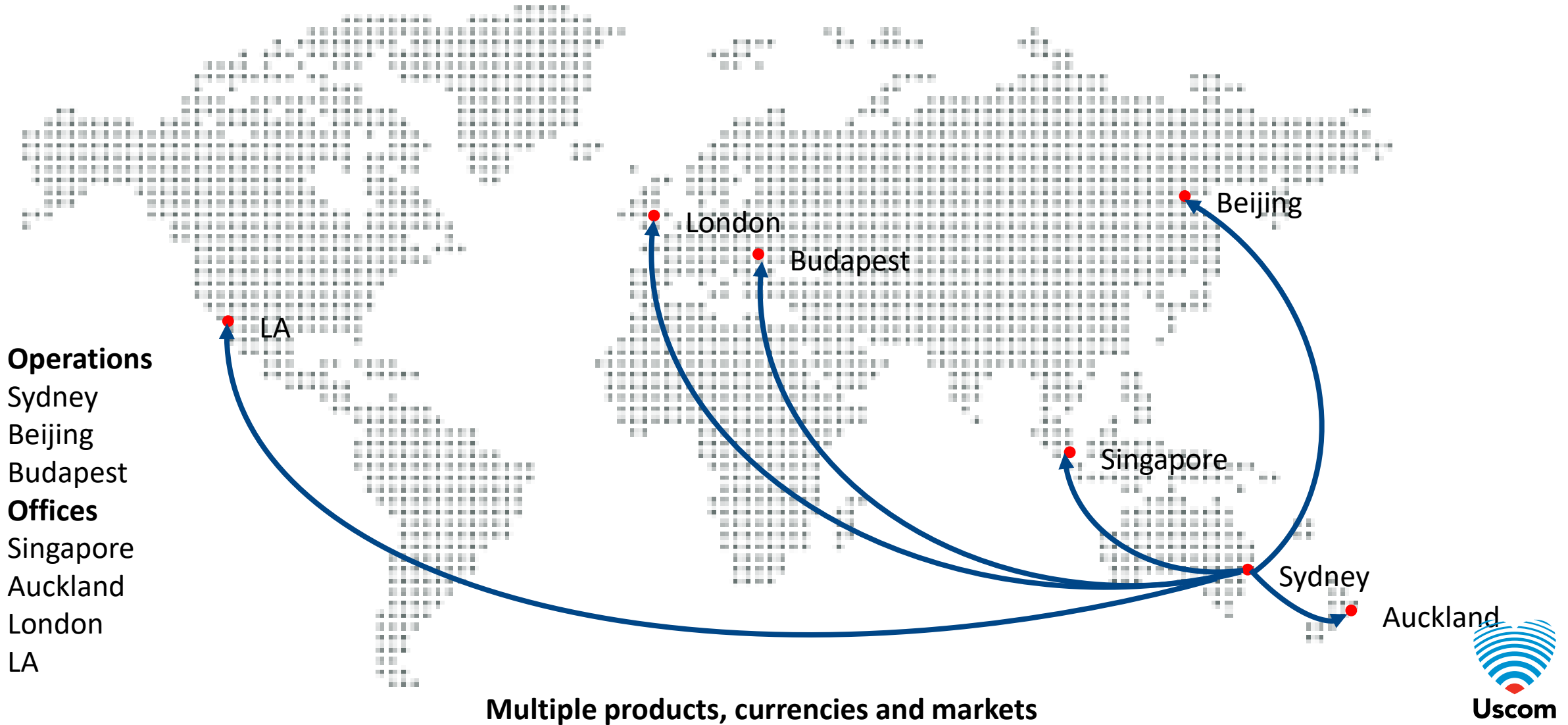
**HYPERTENSION**

**Uscom devices address diseases which account for >75% of global mortality**

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# GROWING GLOBAL





# PEOPLE



Rob Phillips



Nick Schicht



Teresa Guo



Lucy Lu



Lebron Wei



Denise Pater



Rik Denicke



George Ferenczi



Nancy Wang



Scarlett Zhang



Curt Grosse



Daniel Kenig



Richard Scott



Zsofia Kertesz



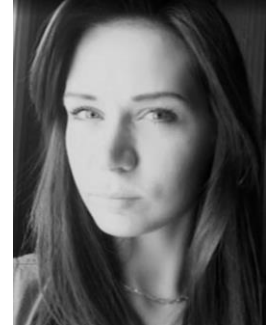
Crystal Lin



George Tang



Susanna Sun



Andrea Marosan



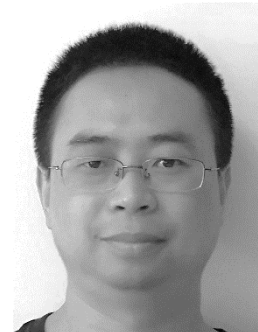
Antonio Ferrario



Szabo Gergo



Catherine Gao



Leo Luo



Helen Zhang



Hagay Gilad

37 employees  
4 continents  
11 Nations

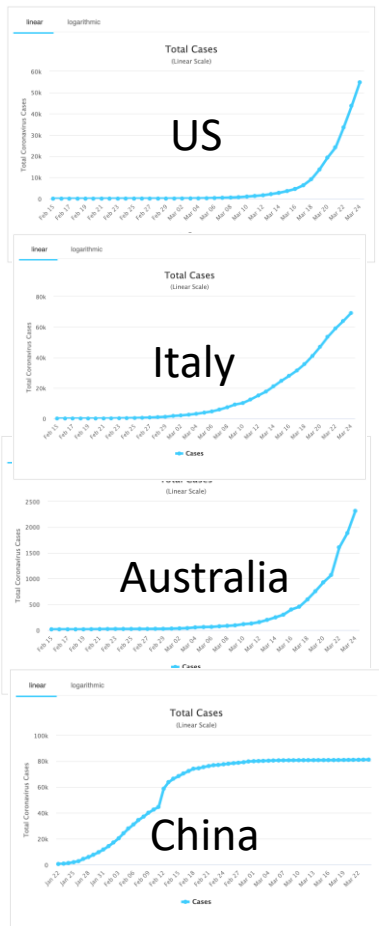
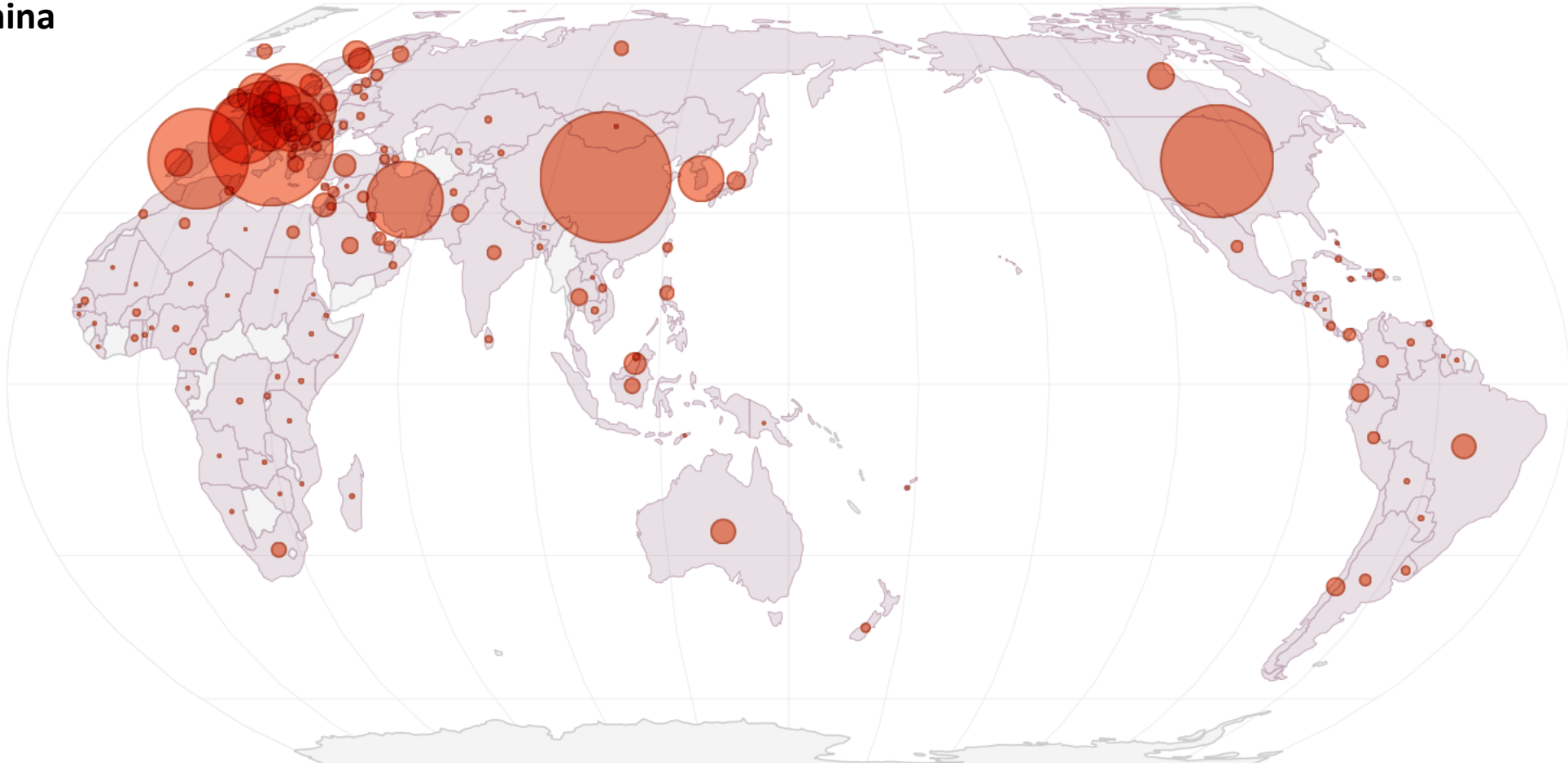
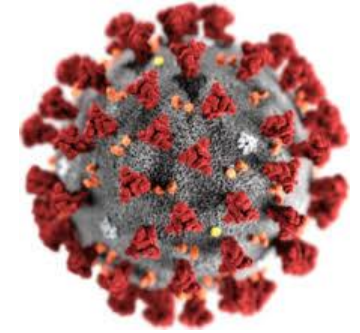


# COVID-19

**Pandemic infectious disease**  
**Rapid global spread**  
**Not about China**

**Confirmed cases**  
**451,355**

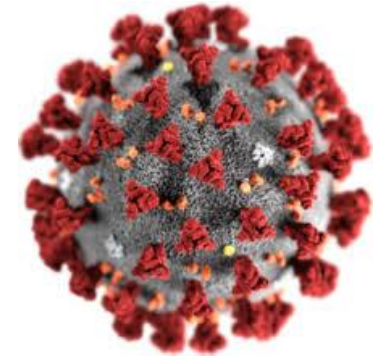
**Reported deaths**  
**20,499**



<https://www.washingtonpost.com/graphics/2020/world/mapping-spread-new-coronavirus/> 26<sup>th</sup> March 2020



# TREATING COVID-19

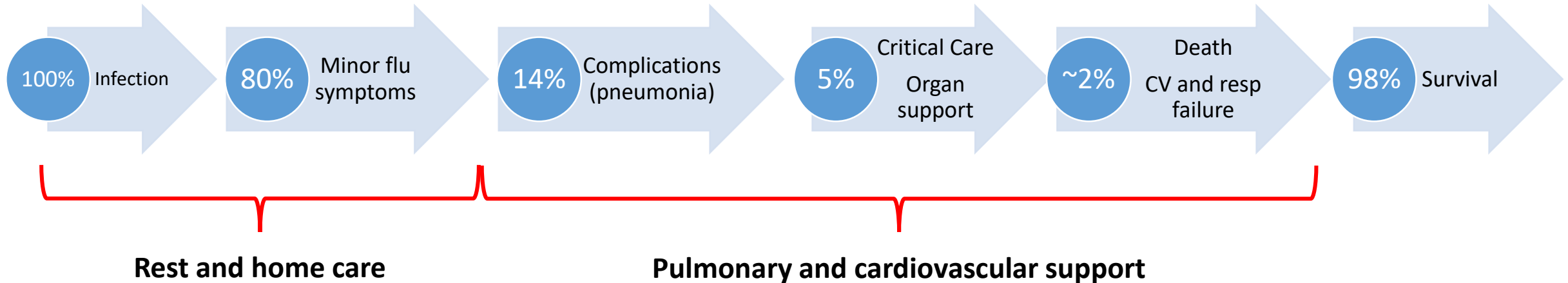


**In the absence of a vaccine, patients either recover (~90%) or arrive in ICU (~10%)**  
ICU treatment involves respiratory and cardiovascular support as the immune system overwhelms the infection

## Devices:

Respiratory support – ventilators

Cardiovascular support – USCOM 1A



**Infection – Complications – ICU – Respiratory and cardiovascular failure - Death**



# COVID-19 (CHINA)

## USCOM 1A Recommended by Chinese National Health and Medical Commission of the People's Republic of China for Treatment of Severe Coronavirus in Adults and Children



The China National Health and Medical Commission of the People's Republic of China

“Protocol for Diagnosis and Treatment of Severe and Critical Cases Infected with the New Coronavirus Pneumonia (2nd Edition for Trial Implementation) on the 14<sup>th</sup> February, which definitively describes the recommended monitoring technology and states under the treatment section 3.

**“2) Simple and easy to maintain and manage haemodynamic monitoring techniques should be selected. We do not recommend the use of complex invasive haemodynamic monitoring at the bedside. Ultrasound Doppler is a noninvasive and convenient monitoring method, and should be actively adopted if possible.”**

**USCOM 1A is the only globally available Doppler Haemodynamic Monitor and is specialised for management of sepsis**

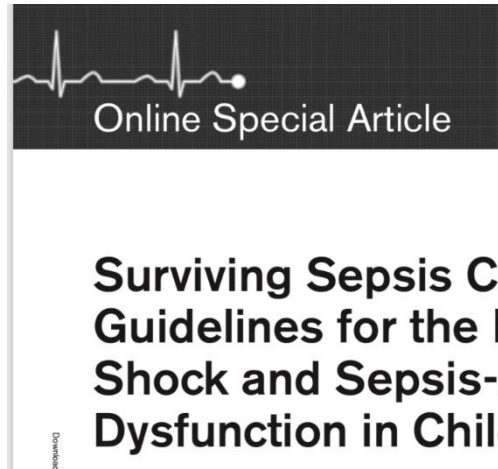
Chinese National Health and Medical Commission Guidelines (v1-6) – January 26th  
Chinese National Health and Medical Commission Guidelines (Edition 2) – February 14th  
Wuhan and Hubei academies Pediatric Coronavirus Guidelines – February 10th  
SCCM International Sepsis Guidelines for Children – 21<sup>st</sup> February

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# COVID-19 (SEPSIS)

## USCOM 1A recommended by SCCM for Pediatric Sepsis



Scott L. Weiss, MD, MSCE, FCCM (Co-Vice Chair); Mark J. Peters, MD, PhD (Co-Vice Chair); Waleed Alhazzani, MD, MSc, FRCPC (Methodology Chair); Michael S. D. Agus, MD, FCCM, FAAP<sup>1</sup>; Heidi R. Flori, MD, FAAP<sup>2</sup>; David P. Inwald, MB, BChir, FRCPC, FFICM, PhD<sup>3</sup>; Simon Nadel, MBBS, MRCP, FRCP<sup>4</sup>; Luregn J. Schlapbach, FCICM, FMH-ICU, FMH-Paed, FMH-Neonatology<sup>5</sup>; Robert C. Tasker, MB BS, MA, AM, MD, FRCPC, FRCP<sup>6</sup>; Andrew C. Argent, MB BCh, MMed, MD (Paediatrics)<sup>7</sup>; Joe Brierley, MD, MA<sup>8</sup>; Joseph Carcillo, MD<sup>9</sup>; Enitan D. Carrol, MB ChB, MD, FRCPC, DTMH<sup>10</sup>; Christopher L. Carroll, MD, MS, FCCM, FAAP<sup>11</sup>; Ira M. Cheifetz, MD, FCCM<sup>12</sup>; Karen Choong, MB, BCh, FRCP(C) (methodologist)<sup>13</sup>; Jeffrey J. Cies, PharmD, MPH, BCPS-AQ ID, BCPPS, FCCP, FCCM, FPPAG<sup>14</sup>; Andrea T. Cruz, MD, MPH, FAAP<sup>15</sup>; Daniele De Luca, MD, PhD<sup>16,17</sup>; Akash Deep, MB BS, MD, FRCPC<sup>18</sup>; Saul N. Faust, MA, MB BS, FRCPC, PhD, FHEA<sup>19</sup>; Claudio Flauzino De Oliveira, MD, PhD<sup>20</sup>; Mark W. Hall, MD, FCCM, FAAP<sup>21</sup>; Paul Ishimine, MD, FACEP, FAAP<sup>22</sup>; Etienne Javouhey, MD, PhD<sup>23</sup>; Koen F. M. Joosten, MD, PhD<sup>24</sup>; Poonam Joshi, PhD<sup>25</sup>; Oliver Karam, MD, PhD<sup>26</sup>; Martin C. J. Kneyber, MD, PhD, FCCM<sup>27</sup>; Joris Lemson, MD, PhD<sup>28</sup>; Graeme MacLaren, MD, MSc, FCCM<sup>29</sup>; Nilesh M. Mehta, MD<sup>30</sup>; Morten Hylander Møller, MD, PhD<sup>31</sup>; Christopher J. L. Newth, MD, ChB, FRCPC, FRCP<sup>32</sup>; Trung C. Nguyen, MD, FAAP<sup>33</sup>; Akira Nishisaki, MD, MSCE, FAAP<sup>34</sup>; Mark E. Nunnally, MD, FCCM (methodologist)<sup>35</sup>; Margaret M. Parker, MD, MCCM, FAAP<sup>36</sup>; Raina M. Paul, MD, FAAP<sup>37</sup>; Adrienne G. Randolph, MD, MS, FCCM, FAAP<sup>38</sup>; Suchitra Ranjiti, MD, FCCM<sup>39</sup>; Lewis H. Romer, MD<sup>40</sup>; Halden F. Scott, MD, MSCS, FAAP, FACEP<sup>41</sup>; Lyvonne N. Tume, BS, MSN, PhD, RN<sup>42</sup>; Judy T. Verger, RN, PhD, CPNP-AC, FCCM, FAAN<sup>43</sup>; Eric A. Williams, MD, MS, MMM, FCCM, FAAP<sup>44</sup>; Joshua Wolf, MBBS, PhD, FRACP<sup>45</sup>; Hector R. Wong, MD<sup>46</sup>; Jerry J. Zimmerman, MD, PhD, FCCM<sup>47</sup>; Niranjan Kissoon, MB BS, MCCM, FRCP(C), FAAP, FACPE (Co-Chair)<sup>48</sup>; Pierre Tissieres, MD, DSc (Co-Chair)<sup>49,44</sup>

International Guidelines from US, UK, Europe, Canada, S America, India, Australia

51 Authors, 25% of authors are USCOM users or advocates

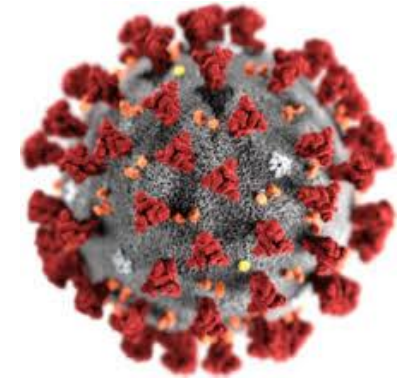
Weiss SL, Alhazzani W, Flori HM et al. Surviving Sepsis Campaign International Guidelines for the Management of Septic Shock and Sepsis Associated organ Dysfunction in Children. Society of Critical Care Medicine, the European Society of Intensive Care Medicine, and the World Federation of Pediatric Intensive and Critical Care Societies. Crit Care 2020;21(2):e52-e106, DOI: 10.1097/PCC.0000000000002198

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## 2020: IMPACT OF COVID-19

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**1. Short term USCOM 1A emergency sales**

**2. Mid term USCOM 1A sales as all markets recognise need for improved ICU services**

**3. Longer term digital home monitoring of heart and lungs with BP+ and SpiroSonic**

**4. Total sales will increase as emergency response turns to structural response with non-invasive technologies**

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## 2020: STRATEGY

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- 1.** China sales and distribution
- 2.** New products – new revenue streams for second half 2020
- 3.** Expand manufacturing to meet demand
- 4.** Develop SE Asia HQ in Singapore
- 5.** Drive global regulatory – NMPA, CE, FDA
- 6.** Grow Europe and US sales marketing activities
- 7.** Increase global digital marketing strategies for home care
- 8.** Develop telemedicine partnerships – China, Europe and US

Ensuring global sales growth continues and develop foundations for the future

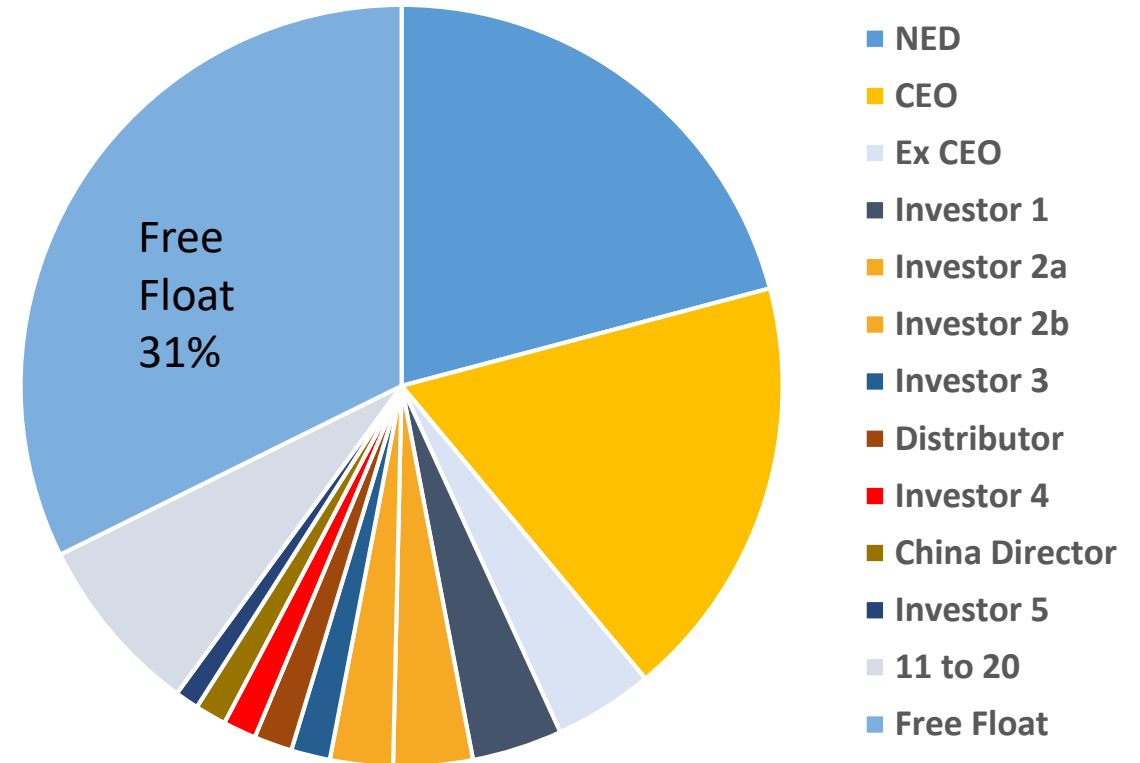


# UCM INVESTMENT

Quality growth stock  
Tightly held  
Invested management  
Undergoing revaluation

~150M FPO UCM shares on issue  
~35±10c (Current price 20c)  
~\$35M Cap Value  
Top 20 own 68%  
CEO and NED own ~20% each  
China Director and Distributor owns ~1.5% each

## Shareholding

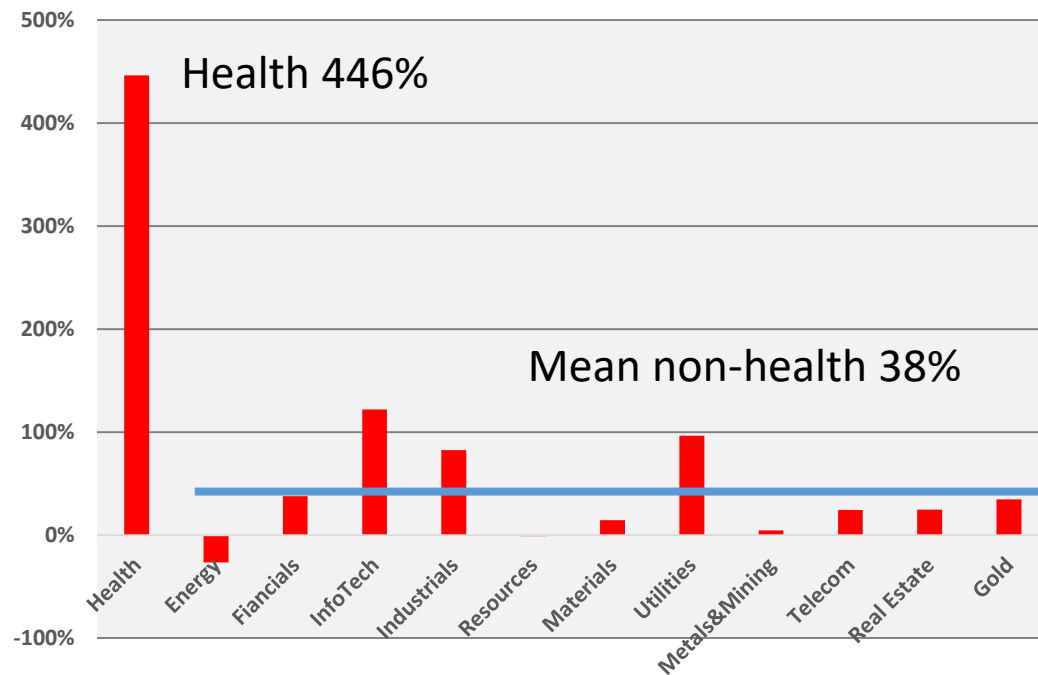


**UCM is tightly held by experienced investors**



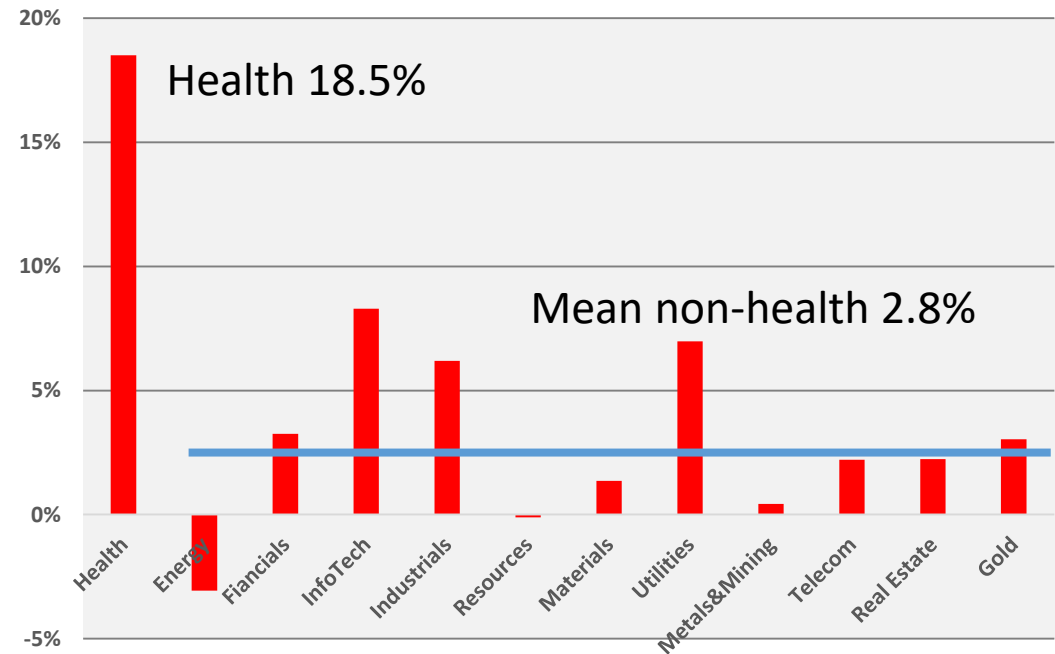
# HEALTH – GROWTH INDEX

Australian 10yr Return per Index



11.7 x Mean non-health return

Australian 10yr CAGR per Index



6.6 x Mean non-health return

## Health vs other indices - 10yr growth

# CORPORATE ANALYSIS



## SWOT Analysis

- **Strengths**

- Medical technology leader, profitable, cash flow positive, cash on hand and debt free, with growth history, impending new products and strong global distribution
- Global expansion: AU/CN/GB/HU/NZ/SG/US, defensive for applications, currencies and economies

- **Weaknesses**

- Key personnel: dependent on a small and vital team
- Regulatory: increasingly complex, expensive and time consuming

- **Opportunities**

- Rapidly growing health industry: 446% increase in 10 years
- Coronavirus: boost sales, market and brand recognition

- **Threats**

- Unpredictable global markets
- Competitor risks and patent breaches, etc



# SUMMARY

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**SUMMARY**

- 1. Profitable, cash flow positive, record cash receipts, cash on hand and debt free**
- 2. Strong growth history at inflection point - 6 year sales growth 29% pa CAGR**
- 3. Strong growth opportunities - Uscom China and expanding global distribution**
- 4. Investment - Two corporate acquisitions with global operations across 4 continents**
- 5. Multiple products – USCOM 1A, BP+ and SpiroSonic (8 devices)**
- 6. Multiple jurisdictions – China, Europe, US and Australia**
- 7. Multiple currencies – USD, Euro, AUD, RMB**
- 8. Strong global sector – Health technology**

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# 2020: Q3 RESULTS\*

**Profitable**  
~\$0.35M

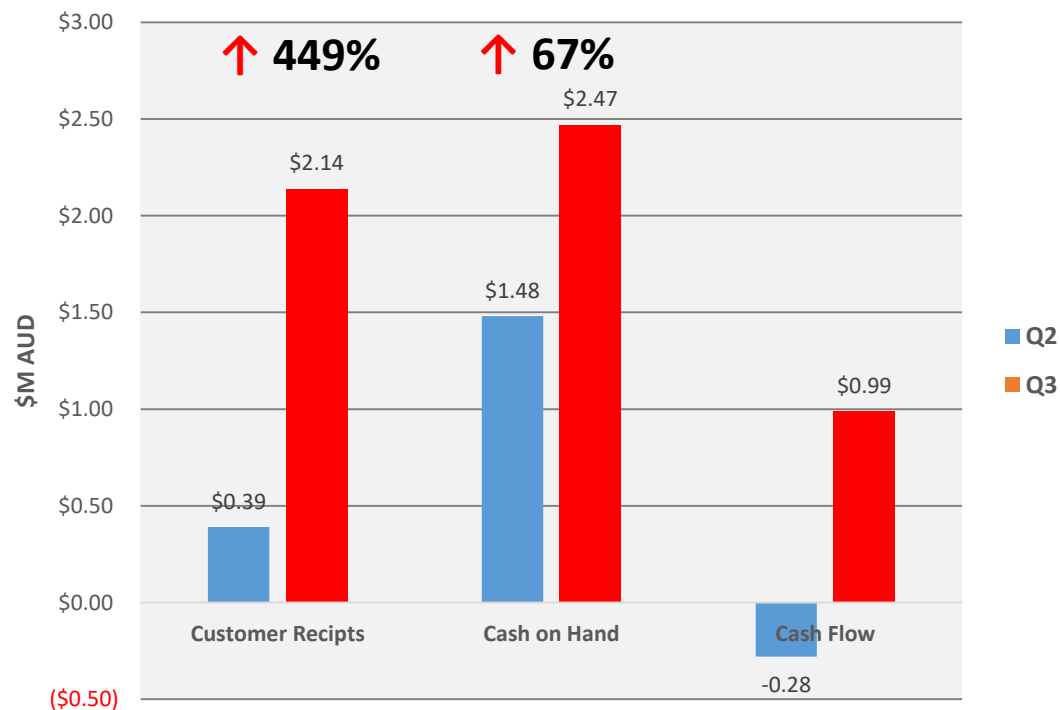
**Record Cash Receipts**  
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**Cash Flow Positive**  
\$0.99M

**Cash on Hand**  
\$2.47M

**Debt Free**

Q2 on Q3



\* Results to 23-03-2020

## CONCLUSION

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***“Uscom has an established growth history, with rapidly transforming fundamentals and a clear strategy focused on continuing global growth***

***Uscom is part of the Chinese Government response to the Coronavirus pandemic, and is now engaging with the emerging hot spots of the US and Europe***

***Uscom is part of the global health solution for an unpredictable world, and is focused on saving lives world wide”***

Prof Rob Phillips CEO

***Uscom – The Measure of Life***





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**Prof. Rob Phillips**

PhD(Med), MPhil(Med), FASE, DMU(Cardiol)  
Chairman, CEO, Chief Scientist, Uscom  
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Medicine, The University of Queensland,  
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Investor Presentation

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Corporate Social Responsibility



[www.australianwildlife.org](http://www.australianwildlife.org)



**Uscom**



Uscom - improving the quality of life for us all